



The Conduit

The Minority and Business Women's Enterprises Division's newsletter is taking on a new look as well as a new name: The Conduit. Conduit is defined as a channel or a connection. Minority and Women's Business Enterprises Division strives to be the connection or channel through which MWBE's gain important information and opportunities needed to be successful.

Be sure to check out our newsletter, you won't want to miss it!

RFPs and Contracts Receive Major Overhaul for MWBEs

Over 100 procurement agents and attorneys from agencies throughout state government attended IDOA's full-day contract and procurement training in February. During that event, the MWBE Division unveiled four changes to the procurement and contracting process to improve MWBE compliance.

Subcontractor Commitment Form Assists with Compliance

A new "Subcontractor Commitment Form" replaced the old "Participation Plan" for RFPs, RFSs, Bids and Quotes. The new name for the form stresses to the prime contractor that the State expects that the MWBEs will be utilized, and the revised format gathers the detailed information needed to verify prime contractor's full utilization of MWBE firms when the Division conducts compliance audits.

Contract Clause to Ensure Accountability

A new MWBE boilerplate contract clause requires the inclusion of the names of the subcontractors, the amount of subcontracting and the approximate date of utilization of the subs. This will also facilitate audits and better impress upon primes the requirement that they meet their subcontracting commitment amount.

Evaluation to Prevent Abuse

The responsibility for evaluating the MWBE participation on RFP responses has been transferred by the Procurement Division to the MWBE Division. The MWBE Division will more closely examine the role the subcontractor will fulfill to ensure that the firm is certified in the correct business line and that they will be providing a commercially useful function on the project. To protect the integrity of the program, subcontracting plans will be evaluated to ensure that the service being provided is required in the state's specifications and that the subcontractor is certified to provide that good or service. Often a firm's capabilities change, but they forget to update their UNSPEC codes with the MWBE Division. Do not allow your firm to be disqualified from bidding on new lines of work, verify that your firm is certified in the correct business areas by visiting www.in.gov/idoa/minority/Certifications.xls.

Evaluation of RFP

The evaluation of RFP responses in regard to subcontractor utilization has been changed in response to suggestions from both prime contractors and certified MWBE firms. Prior to February, the 10 evaluation points for MBE utilization and the 10 evaluation points for WBE utilization were awarded to all firms that met the goals. This evaluation system removed all incentives for prime contractors to exceed the goals when it was possible and gave little incentive for prime contractors to work hard to find participation when full attainment was not possible. A new graduated award process will give the 10 points to the highest percentage utilization achieved in each category and then apportion points to each lesser proposal in proportion. Contact Margie Chavez for more details on this exciting improvement:

MWBED Hosting 2006 “Matchmaking Event”

MARK YOUR CALENDARS NOW! On Tuesday, July 11th 2006, the Indiana Department of Administration, Minority and Women’s Business Enterprises Division, in conjunction with the Indiana Black Expo will again host the Matchmaking Event.

The Matchmaking Event is the best way for certified MBEs and WBEs to meet and talk business with many of the prime contractors and the buyers of state agencies. The format is simple. Sellers will have 12 minutes to conduct focused interviews with potential buyers to discuss the Buyers’ needs and the Sellers’ products.

“In a ‘speed dating’ type format, sellers and buyers will have a chance to exchange information, and prime contractors will most assuredly be able to meet new firms to help them fulfill commitment obligations,” said Claudia Cummings, IDOA Deputy Commissioner.



Lt. Governor Becky Skillman stops and talks with MWBED employee Nora O'Shea at the 2005 Matchmaking Event

Seeking: Qualified Businesses

Navigant Consulting Inc. is a national consulting firm and a contractor to the State of Indiana’s Office of Medicaid Policy and Planning (OMPP), the government department responsible for the administration of the Medicaid program. Medicaid is a joint federal and state program that helps with medical costs for some people with low incomes and limited resources.

Navigant Consulting Inc. provides assistance to the State on a variety of projects related to the State's Medicaid managed care program, Hoosier Healthwise, including:

- Evaluating the "readiness" and ability of health plans to enroll and manage the health care of Hoosier Healthwise members
- Assessing ongoing health plan performance by collecting and analyzing financial and non-financial performance data submitted by the Hoosier Healthwise health plans
- Reviewing and validating shadow claims data submitted by the health plans, including conducting medical records reviews
- Helping the State design a care management program for aged, blind and disabled Hoosiers

The Division is seeking qualified medical records reviewers to qualify as MBE/WBEs in the State of Indiana. Medical record reviewers would have varying levels of expertise and training that would allow them to perform tasks such as:

- Comparing claims data to medical records for timeliness, accuracy and completeness of data
- Conducting complex reviews of medical records to determine the appropriateness of billing and payment for healthcare services
- Understanding claims line item level review, with respect to State and Federal policy, rules and regulations (e.g., whether the services rendered are covered benefits, the reasonableness of the services rendered, the appropriateness of the clinical setting, the accuracy of the coding)

Depending on the area and level of expertise, qualified medical record reviewers would be Registered Nurses and/or would have the appropriate certification (i.e., Registered Health Information Technician). Medical record reviewers must ensure the confidentiality of providers and beneficiaries in compliance with the Health Insurance Portability and Accountability Act (HIPAA).

Navigant Consulting Inc. is seeking qualified businesses to provide assistance to NCI in its contract with the State. For more information about opportunities with Navigant, please send an email to hoosierdata@navigantconsulting.com and mwbe@idoa.in.gov

Pre-Bid Meeting to Release Details of New Project

The Department of Public Works will be releasing the details of the New Tipton Sub-District Building, a \$2.3 million contracting opportunity. **The Pre-Bid Meeting will take place on April 11, 2006 at 10:30 a.m. at the Indiana Government Center South in Public Works Room W467, 402 W. Washington Street, Indianapolis.**

Pre-bid meetings are a vital resource for MBEs and WBEs to draw on for contracting opportunities. They give minority and women's businesses the chance to meet prime contractors, to make necessary inquiries, and to hear first-hand detailed contract information. Attending pre-bid meetings and developing personal relationships with decision makers is one of the most important steps to obtaining an award.

Firms listed as certified minority and women contractors are encouraged to submit bids on the Tipton project as a prime contractor or as a subcontractor. Those interested in subcontracting should email mwbe@idoa.in.gov with proposed subcontracting scopes.

Learn about other state opportunities by visiting www.buyIndiana.IN.gov



Reminder...

In October 2005, DBE Certification was transferred to the Indiana Department of Transportation. INDOT has developed a web page committed to Disadvantaged Business Enterprise (DBE) certification.

The certified DBE directory has been moved and posted with information on the DBE certification process. Please visit <http://www.in.gov/dot/div/legal/DBE/>

For further questions, contact Martha Kenley at 317-232-5328 or the DBE Information Line at 317-232-5305.

Traveling Diversity Series a Success

In March, the Minority and Women's Business Enterprises Division traveled to three cities hosting the Buy Indiana Business Diversity Series: Access to Decision Makers.

The Division's goal was to give minority and women's businesses a chance to review and discuss the Colt's Stadium Project, one of the biggest contracting opportunities for MWBEs. Presentations were also given to better equip MWBEs with the needed information on how to successfully compete for contracting opportunities and how to gain access to those who make the contracting decisions.

On Monday, March 6th, MWBED staff traveled to South Bend and Thursday, March 9th, their travels took them to the newly named Lucas Oil Stadium headquarters in Indianapolis where the pre-bid of the interior packages was discussed. Over 100 certified MWBEs attended the

Indianapolis event.

“It was heartening to see a room overflowing with minority and women’s businesses ready to discuss opportunities with primes contractors for the Stadium projects,” said Minority and Women’s Business Enterprises Commission Chairman, Tony Kirkland.

The Business Diversity Series ended its travels in Evansville on Wednesday, March 15th. The CK Newsome Center was the site of the event where clients from Southern Indiana attended.

“It’s events like these that we hold consistently across the state that will give our clients an edge in doing business with the state,” said IDOA Deputy Commissioner Claudia Cummings.



Deputy Commissioner Claudia Cummings and Commission Chairman Tony Kirkland

CALENDAR OF EVENTS

March 30, 2006

Bonding for Government Contracts Seminar

Hosted by: U. S. Small Business Administration and Indiana Surety Association

SBA Indiana District Office

8500 Keystone Crossing, Suite 400, Indianapolis

1:00 p.m. -2:30 p.m.

Registrations are required

Contact: Mike Hasler (317) 226-7272 ext. 241 or michael.hasler@sba.gov

April 18, 2006

Indiana Small Business Forum

Indianapolis Training Center-2802 N. Meridian St, Indianapolis

8:30 a.m. – 12:00 p.m.

Register at www.indybbb.org/sbf

May 4, 2006

Third Annual Business Opportunity Fair hosted by the Gary Chamber of Commerce

Genesis Convention Center, Gary

8:30 a.m. – 5:00 p.m.

Workshops will be conducted

Register at www.garychamber.com

THIS JUST IN... Tavis Smiley has just confirmed his attendance as one of the keynote speakers for this event. Don't miss out!

June 12, 2006

Governor's Commission on Minority and Women's Business Enterprises

Indiana Government Center South Conference Center, Room B, Indianapolis

1:00 p.m.

July 11, 2006

Buy Indiana Business Diversity Series: Matchmaking Event

Indiana Government Center South Conference Area Center

402 W. Washington Street, Indianapolis

Registration: 9:30 a.m.

Governor's Reception: 2:00 p.m.

September 11, 2006

Governor's Commission on Minority and Women's Business Enterprises

Indiana Government Center South Conference Center, Room B, Indianapolis

1:00 p.m.

December 11, 2006

Governor's Commission on Minority and Women's Business Enterprises

Indiana Government Center South Conference Center, Room B, Indianapolis

1:00 p.m.

For the most updated version of the calendar, please visit: <http://www.in.gov/idoa/minority/events.html>

Committed to Participation